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Sample report

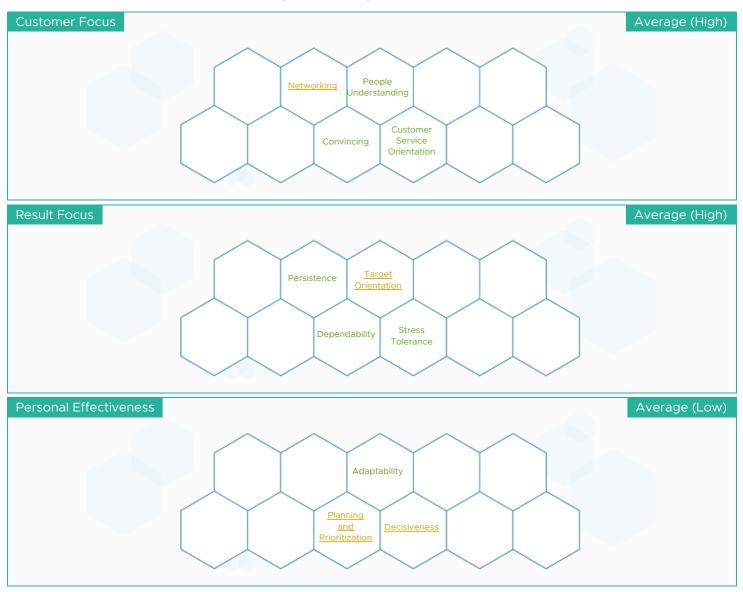


JOWB^AY

Sample report

Frontline Sales Assessment

Competencies / Values Measured Savorable





Sample report

Frontline Sales Assessmen

Scores of Traits measured under different Competencies / Values

Expected Score Favorable <u>Less Favorable</u>	Below Average Average Above Low Average (Low) (High) Average High
Customer Focus	Average (High)
	Average (High)
People Understanding Likely to come across as approachable; often interprets body language and emotio likely to connect with people on a deeper level	onal cues correctly; tends to build good rapport with others; less
	Average (High)
Customer Service Orientation Usually good at understanding and catering to client demands; may not find it easy	to establish a good rapport with all customers; generally takes
efforts to help customers, but might not go out of his/her way; less likely to shy aw	
	Average (High)
Convincing	
Might find it easy to succeed in convincing others in most cases, but likely to find it subordinates' opinions in many situations; generally able to persuade the colleague	
	Average (Low)
Networking More likely to be selective in building professional relationships; may not always loc professionally; likely to keep in touch only with a part of his/her professional netwo	
Result Focus	Average (High)
	Average (Low)
1 Target Orientation	
May have a selective preference for targets; might opt for easier targets when give deadlines; may need encouragement to go the extra mile to reach a set goal	en a choice; performance likely to improve with slightly flexible
	Average (High)
Stress Tolerance	, in the second se
Likely to keep calm under pressure; less likely to face difficulty in maintaining work- emergencies; tends to handle pressure in a fairly confident manner though he/she r nervous when faced with crises	
-	Above Average
🕏 Dependability	•
More likely to fulfill commitments on time; usually dependable and reliable; likely to leave a task incomplete; tends to be consistent in his/her performance	follow through the tasks that he/she undertakes; less likely to



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Frontline Sales Assessmen

Scores of Traits measured under different Competencies / Values

Expected Score 🛛 💙 Favorable 🏮 Less Favorable	Below Average Average Above Low Average (Low) (High) Average High
	• • • • • •
Result Focus	Average (High)
	Average (Low)
📀 Persistence	<u> </u>
Might selectively choose to continue investing efforts on a task or letting it go; likely to be mode and not find it worthwhile to continue something with too many obstacles; may sometimes get o	
Personal Effectiveness	Average (Low)
	Average (High)
🔁 Adaptability	
Often open to change; often flexible at work; may occasionally take time to get accustomed to o	changes; less likely to be uncomfortable with change
	Average (Low)
1 Decisiveness	
Likely to take decisions independently but might hesitate occasionally; tends to shy away from critical decisions; may sometimes require guidance when making tough decisions; may not be comfortable taking decisions single-handedly	
	Average (Low)
1 Planning and Prioritization	
Tends to plan and organize tasks selectively; sometimes sets priorities for tasks according to the up tasks; occasionally needs to take further efforts to systematize his/her work efficiently	eir relative importance; may need a push to sort piled



About Jombay

Jombay is a talent assessment & learning experience platform.

From assessing managerial potential to developing managerial & leadership capability, we use our advanced technology platform and evolved methodologies to suit the fast changing workforce.

Our solutions are wise, witty, and relevant, resulting in high adoption & engagement. We generate simple & actionable analytics for our customers that have resulted in them achieving personal & organizational goals.

Jombay has helped over 550 companies with a range of Learning, Career Progression, Talent Assessment, and Talent Development solutions. We work with several Fortune 500 companies, family run businesses and fast growing start-ups. Jombay is headquartered in India with clients in APAC & Europe.



For Support related queries, contact us at support@jombay.com

Legal Disclaimer

This is a system-generated report. The results have been derived from the assessment(s) completed by the respondent. The results are based on a formula based aggregation of the responses that the respondent selected when completing the assessment(s). These results are compared to a norm population sample gathered as a part of the assessment(s) standardization process.

The results and this report should be interpreted alongside other important factors such as key skills and abilities, motivation, technical knowledge, and job-relevant experience. The information provided in this report is confidential. Users should comply with local guidelines and best practice principles of data protection. Jombay bears no responsibility and accepts no liabilities for the consequences of the use of this report.